

long days in unsafe conditions for as little as \$3.50 an hour. "I don't like working here," Flores says, "but I have no choice."

A series of brief examples supports the speaker's claim about the pervasiveness of child-labor law violations. Because the examples deal with companies throughout the U.S. and in different lines of business, they provide strong evidence to reinforce the speaker's point that violations of the law are widespread.

The speaker begins her second main point—that violations of child-labor laws have serious consequences for the education and physical safety of young workers.

The quotation from Hugh McDaid is a good instance of expert testimony. This quotation, like others in the speech, is short and forceful. There is no reason to use a direct quotation unless it makes the point more clearly and forcefully than you can in your own words.

Here the speaker paraphrases rather than quoting verbatim. Notice that she gives the name of the book she is paraphrasing from and identifies its authors. As we saw in Chapter 2, speakers have an ethical obligation to indicate the sources of paraphrases, as well as of quotations.

The examples in this paragraph show specific cases in which teenagers were injured or killed by the violation of child-labor laws. The extended example about Michael Hurcone is especially effective. Filled with specific details that make it interesting and credible, it puts the speaker's point in human terms with which the audience can identify.

In this paragraph the speaker presents testimony and statistics to prove that the

Although the exploitation of child labor has been a problem in the garment trade since the 1800s, it can be found in almost every industry that employs minors. In June 2003, Davy's Locker, a seafood restaurant in New Bedford, Massachusetts, was fined \$130,000 by the U.S. Department of Labor for hiring underage workers and threatening employees who cooperated with investigators. In March 2004, the A&P supermarket chain agreed to pay more than \$242,000 in penalties for employing minors under the age of 18 in jobs involving hazardous machinery. In January 2005, Wal-Mart was fined \$135,000 for violating child-labor laws in Connecticut, New York, and Arkansas.

Like other businesses caught breaking child-labor laws, A&P and Wal-Mart denied any wrongdoing, but the growing epidemic of child-labor law violations threatens both the education and physical safety of young workers.

The educational consequences are most damaging to illegal underage employees who work instead of attending school. As Hugh McDaid of New York City's garment task force says, illegal underage workers "sacrifice their education and literally commit themselves to a life of working in a sweatshop. They have no future." But even for children who do attend school, too many hours at work can harm their education. In their book *When Teenagers Work*, psychology professors Ellen Greenberger and Laurence Steinberg note that intensive levels of work among youth tend to produce higher truancy and lower grades. According to Greenberger and Steinberg, one study after another has found that working more than a very few hours a week has a negative impact on teenagers' academic performance.

Not only do child workers harm their education, but they often endanger their physical safety as well. Recall the story I told in my introduction about Matthew Garvey, the 13-year-old who lost his leg while working at a car wash. Even more tragic is the case of Michael Hurcone, a 17-year-old Pennsylvania high-school student. While employed at a supermarket, he was working with a bailer—a machine that crushes and binds cardboard boxes and is supposed to be off-limits to minors. Noticing that some material was stuck in the bailer, Michael tried to free up the jam when he got caught in the machine. It crushed his body for 30 minutes before he suffocated.

Nor are these isolated examples. The most recent figures from the Bureau of Labor Statistics show that 230,000

examples in the previous paragraph are not atypical. As in other parts of the speech, she is quite specific in identifying the sources of her evidence.

The speaker begins her conclusion by summarizing the two main points she had made in the body of the speech. She then ends with a dramatic quotation. As we shall see in Chapter 9, this is an effective way to pull a speech together and to reinforce its central idea.

teenagers are injured at work each year. According to former U.S. Labor Secretary Alexis Herman, nearly 70 minors are killed on the job annually—most in accidents involving infractions of child-labor laws.

In the light of all this evidence, there can be no doubt that the violation of child-labor laws is a widespread problem with serious consequences. The issue is well summarized by former U.S. Senator Howard Metzenbaum of Ohio, who stated after congressional hearings on the subject, "I shudder to think that children the same age as my own grandchildren are being robbed of an education, their limbs, and indeed, their lives through illegal child labor."